

Attention National Guard Members, Veterans and Transitioning Military:

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Search for Req #: 162797BR - Federal Account Manager - Herndon VA

This position is open until filled.

JOB DESCRIPTION:

Meet or exceed sales budgets for all telecommunications products assigned. Operate within assigned selling expense and promotional item budget. Through regular sales calls, generate preference for Optical Communications' products over that of competitors. Ensure a balanced mix of sales call to end users, contractors, cable assembly houses, distributors and consultants.

Manage to maximum efficiency the NPI contractor program and Consultant Link-Up Program in your territory. Coordinate sales calls with primary distributor representatives to maximize sales penetration within assigned territory. Provide ongoing training to these distributors to assist them in effectively selling Optical Communications' product solutions.

Provide timely call report summaries for all face-to-face meetings & important phone conversations using an assigned CRM System. Maintain and keep current a territory Opportunity Board of all projects valued above \$25K in your territory.

Submit monthly reports and expense reports to the Regional Manager on time. Maintain proficiency in the use of the personal computer with special emphasis on Salesforce.com, Lotus Notes, Excel, PowerPoint and Word.

Travel Requirements: 50%

SUPERVISORY RESPONSIBILITIES:

This position will not supervise other associates.

EDUCATION and/or EXPERIENCE

Required Skills:

4 year Bachelors' degree.

Sales and/or Marketing Experience Preferred Must be able to work effectively in an unstructured environment with minimum supervision from a home based office.

Ability to use Salesforce.com to create and maintain a project pipeline and forecasting.

Internally motivated and results oriented.

Outstanding people skills.

Excellent communication skills (written and oral).

Maintain proficiency in the use of the personal computer with special emphasis on Lotus Notes, Salesforce.com, Excel, PowerPoint and Word.

Ability to set up small and large education programs with a focus on customer needs.

Ability to target and prioritize key customers.

Proven success in time/territory management.

Valid driver's license and safe driving record

Desired Skills:

Highly competitive with the ability to share success with team members and Regional Manager.

Excellent organizational skills with proven track record.

Familiarity with telecommunications, fiber-optics, & selling through distribution.

Exceptional teaching, training and motivational skills with proven track record.